QUESTION 132
What arc the two questions that you should ask yourself when trying to decide how to set Organization Wide Default permissionsfor an object? Select all that apply.

A. Who is the most restricted user?
B. Are there objects that should not he viewed/edited by a user?
C. How often will users change roles?
D. Who is the least restricted user?

Correct Answer: AB

QUESTION 133
What are the types of items measured by the Sales force Labs Adoption Dashboards? Select all that apply.

A. User logins
B. Closed won opportunities
C. Call activity
D. Data quality

Correct Answer: ACD

QUESTION 134
What are the ways you can get a record's unique Sales force ID? Select all that apply.

A. URL
B. Report
C. API

Correct Answer: ABC

QUESTION 135
What arc the ways you can solve a time-based email alert? Select all that apply.

A. Task
B. Workflow
C. Escalation
D. Trigger

Correct Answer: AC

QUESTION 136
What can be customized in content? Select all that apply.

A. Content type
B. Validation rules
C. Page layouts
D. Content Value

Correct Answer: AB

QUESTION 137
What can be turned on in Sandbox? Select all that apply.

A.   Approval processes
B.   Case escalation rules
C.   Case assignment rules
D.   Oppty reminders

Correct Answer: AC

QUESTION 138
What can the Schema Extract Tool provide the administrator prior to loading data into Sales force? Select all that apply.

A.   All fields on a given object
B.   Field data types
C.   Location of data on the storage pod
D.   Determine order of data load
E.   Number of records containing data per field

Correct Answer: ABD

QUESTION 139
CORRECT TEXT
What can you do with Workflow? (assuming EE edition or higher)

Correct Answer:
1. Alerting
2. Tasking
3. Routing/assigning/escalation
4. Updating
5. Integrating
6. Mass communication

QUESTION 140
CORRECT TEXT
What causes irreversible changes to data via API?

Correct Answer:
1. Update
2. massdelete

QUESTION 141
CORRECT TEXT
What causes irreversible changes to data via UI?

Correct Answer:

1. Changing field data type
2. Using the import wixard
3. Mass transfer
4. Mass delete
5. Mass reassign Account or Oppty Teams
6. Mass update addresses

QUESTION 142
CORRECT TEXT
What considerations arc there in Workflow trigger order?

Correct Answer:
No set order, unlike assignment rules.
However, they are processed as follows:

1. Field update
2. Task
3. Emails
4. Outbound messaging

QUESTION 143
What data retrieval method does not require admins to have a deep understanding of the database?

A. Reports
B. API
C. Weekly Export
D. Data leader

Correct Answer: AC

QUESTION 144
What do {!expressions} refer to when used in Visual force components?

A. Roll-Up summaries
B. Factorial Equations
C. Apex Classes
D. Fields

Correct Answer: D

QUESTION 145
CORRECT TEXT
What do you need to be aware of when overriding a standard button?

Correct Answer:
Overriding a standard button may disable some features like in-line editing

QUESTION 146

CORRECT TEXT
What does not cause irreversible changes?

Correct Answer:
Changes to the sharing model or sharing rules

QUESTION 147
CORRECT TEXT
What happens to any field level data related to a losing record during a record merge?

Correct Answer:
If the field is not populated on the winning record, the data will be brought over from the losing record.

QUESTION 148
What happens to the non-surviving records after a merge?

A.   Records are permanently deleted
B.   Records are stored in a temporary custom object
C.   Records are sent to the Recycle Bin
D.   Records remain on the winning account record but removed from view

Correct Answer: C

QUESTION 149
What happens to the record you specify as the loser during a merge?

A.   The record will go to the recycle him for 30 days.
B.   The record will be immediately deleted
C.   The record will be stored in a hidden object called "merge data"
D.   The record will be stored on the winning record so you can see the audit history
Correct Answer: A

QUESTION 150
CORRECT TEXT
What is a mobile configuration?

Correct Answer:
It defines the set of parameters used to make sales force data available on mobile.
It defines the users/profiles that can access via mobile as well as the data set that is syne'd to mobile devices.

QUESTION 151
What is an S-Control?

A.   A custom field that has dependent states
B.   A custom web page not hosted by SFDC
C.   Another name for a roll up summary'
D.   None of the above

Correct Answer: B
Explanation:
It is used to bring custom elements into a page layout or visual force age.

QUESTION 152
What is the best way to transfer configurations from Sandbox to Production?

A. Import Wizard
B. Metadata API
C. Change Sets
D. Data loader

Correct Answer: B

QUESTION 153
CORRECT TEXT
What is the difference between locking an opportunity using approvals versus changing the record type to a page layout with all read only fields?

Correct Answer:
The oppty becomes "locked" and the lock symbol appears on the oppty and the edit button is disabled.

Record Type:
The record is read only, but no visual clue as to whether or not anything else is going on (ie approval process)

QUESTION 154
What is the fastest way to communicate new release information to your end users?

A. Feature detail pages
B. Detailed release notes
C. Admin preview doe
D. Discover button in app

Correct Answer: D

QUESTION 155
CORRECT TEXT
What is the key phrase that executives use to ensure sales people adhere to using sales force?

Correct Answer:
"If it's not in Sales force, it didn't happen."

QUESTION 156
What is the major difference between Apex and other programming languages? Select all that